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Topoint Technology Co., Ltd.
TWSE : 8021. TW

Investor Relations Presentation
2017 4Q

Date: 2018/2/23

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Consolidated Income Statement- by Quarterly



NT\$ million	4Q-16	1Q-17	2Q-17	3Q-17	4Q-17	QoQ	YoY
Net Revenue	933	791	746	886	860	-3.0%	-7.9%
Gross Profit	268	233	187	223	244	9.4%	-8.9%
Operating Expenses	163	144	132	151	152	0.3%	-6.8%
Operating Income	105	89	58	73	90	23.5%	-15.0%
Pretax Income	98	83	69	76	93	22.8%	-5.4%
Net Profit	74	62	51	61	63	3.0%	-15.0%
EBITDA	244	219	202	206	215	4.1%	-12.0%
EPS (dollars)	0.46	0.39	0.32	0.38	0.40		
Gross Margin %	28.7%	29.5%	25.1%	25.2%	28.4%		
OP Margin %	11.3%	11.2%	7.7%	8.2%	10.4%		
Net Margin %	7.9%	7.8%	6.9%	6.8%	7.3%		
EBITDA Margin %	26.1%	27.7%	27.1%	23.3%	25.0%		

* Net Income attributable to Shareholders of the Parent

Financial statements were prepared in accordance with TIFRS on a consolidated basis.

Consolidated Income Statement

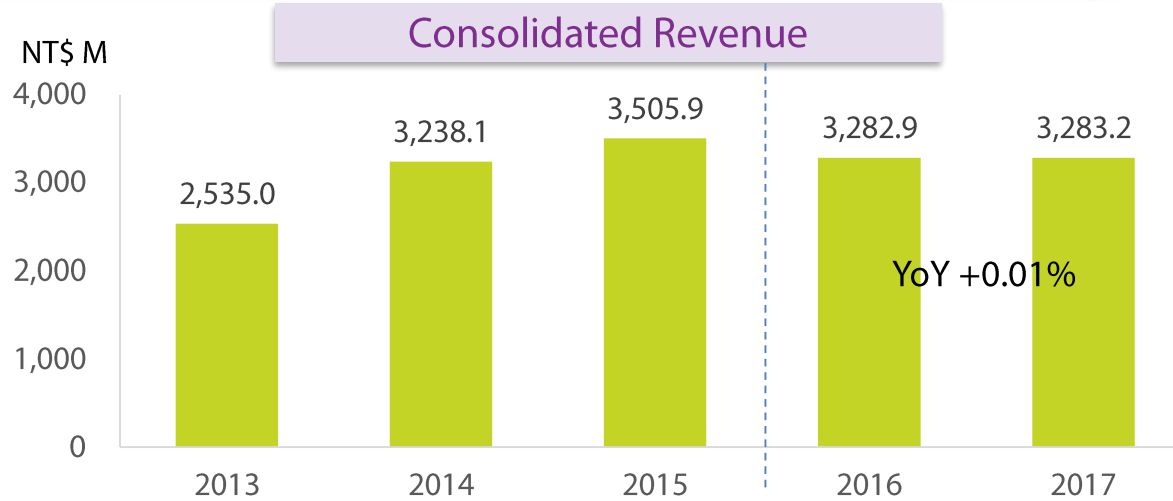


NT\$ million	2013	2014	2015	2016	2017	YoY
Net Revenue	2,535	3,238	3,506	3,283	3,283	0.0%
Gross Profit	737	958	1,111	923	888	-3.8%
Operating Expenses	406	472	554	581	578	-0.5%
Operating Income	331	484	556	345	309	-10.4%
Pretax Income	349	479	515	321	320	-0.2%
Net Profit	280	360	372	246	236	-3.9%
EBITDA	899	1,075	1,144	920	842	-8.5%
EPS (dollars)	1.78	2.28	2.34	1.55	1.50	
Gross Margin %	29.1%	29.6%	31.7%	28.1%	27.1%	
OP Margin %	13.1%	15.0%	15.9%	10.5%	9.4%	
Net Margin %	11.1%	11.1%	10.6%	7.5%	7.2%	
EBITDA Margin %	35.5%	33.2%	32.6%	28.0%	25.7%	

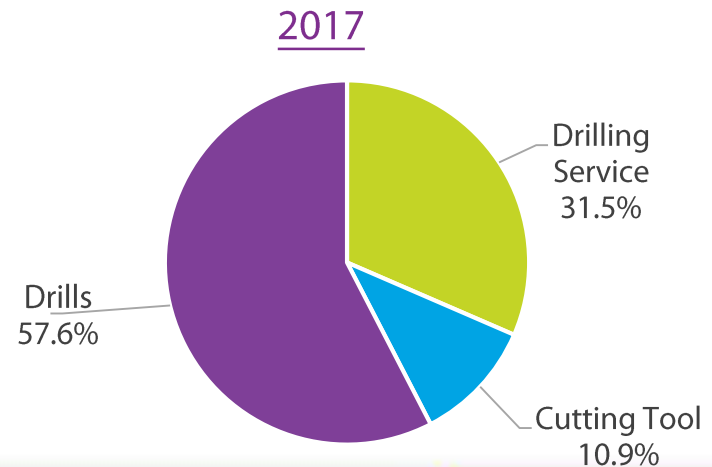
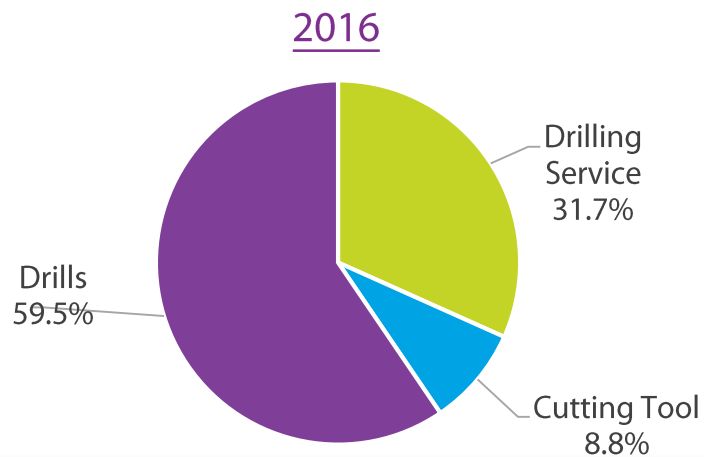
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2013-17 Consolidated Revenue



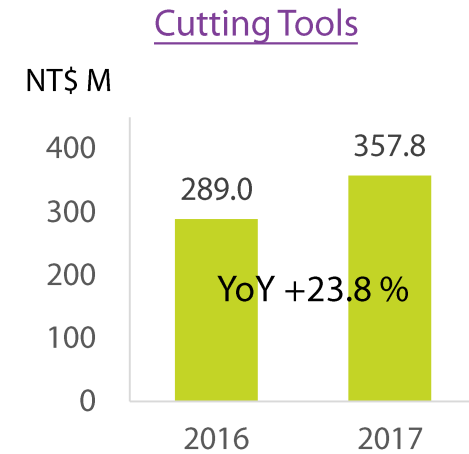
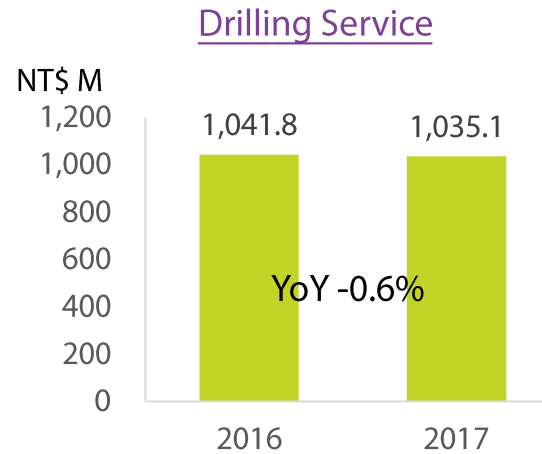
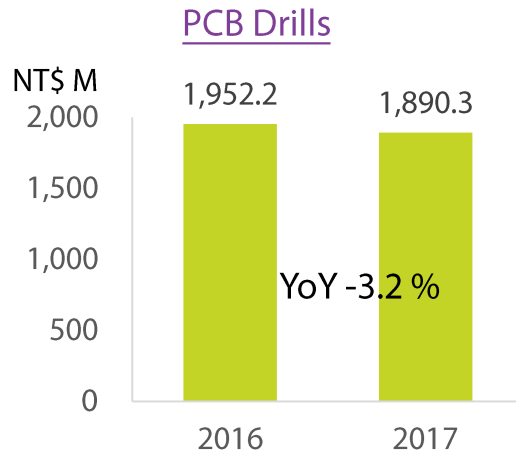
Revenue Breakdown by product



2017 Consolidated Revenue



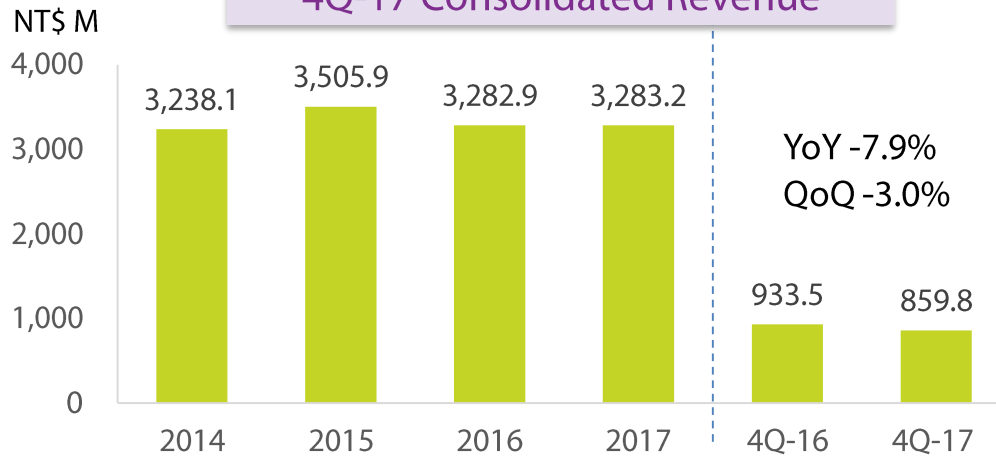
Revenue Breakdown by product



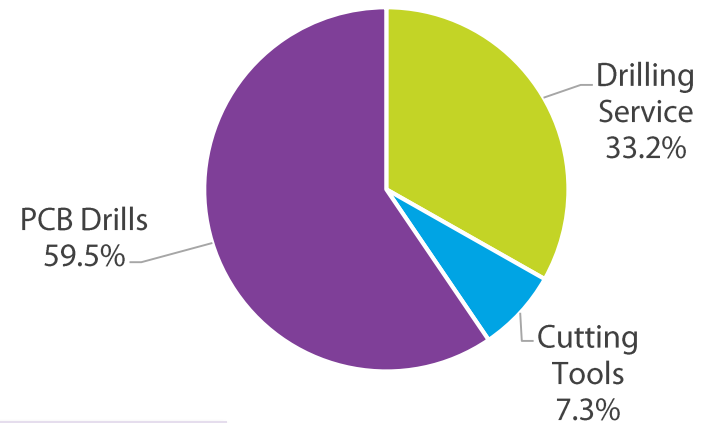
4Q-17 Consolidated Revenue



4Q-17 Consolidated Revenue

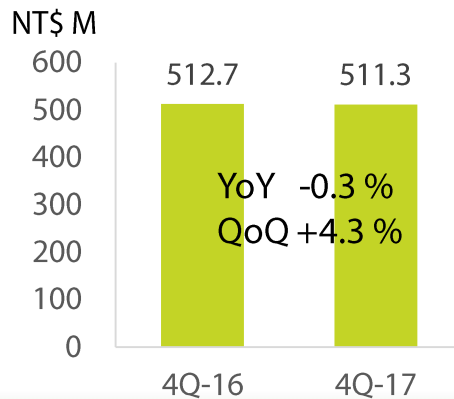


4Q-17 Revenue Breakdown by product

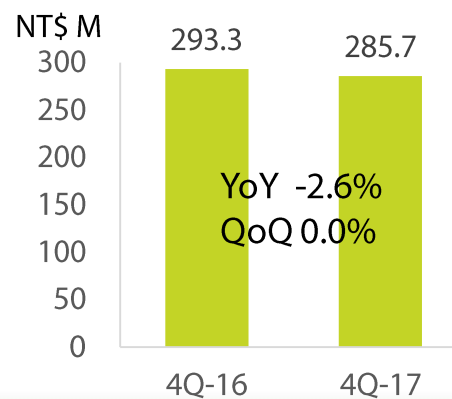


Revenue Breakdown by product

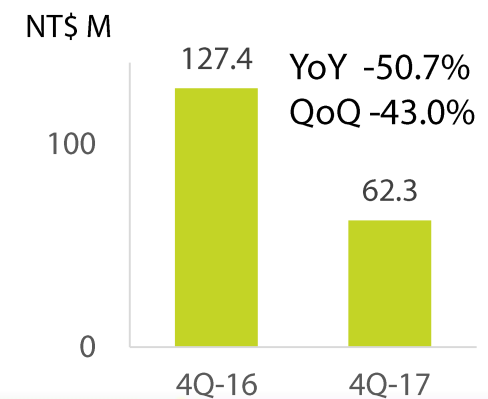
Drills



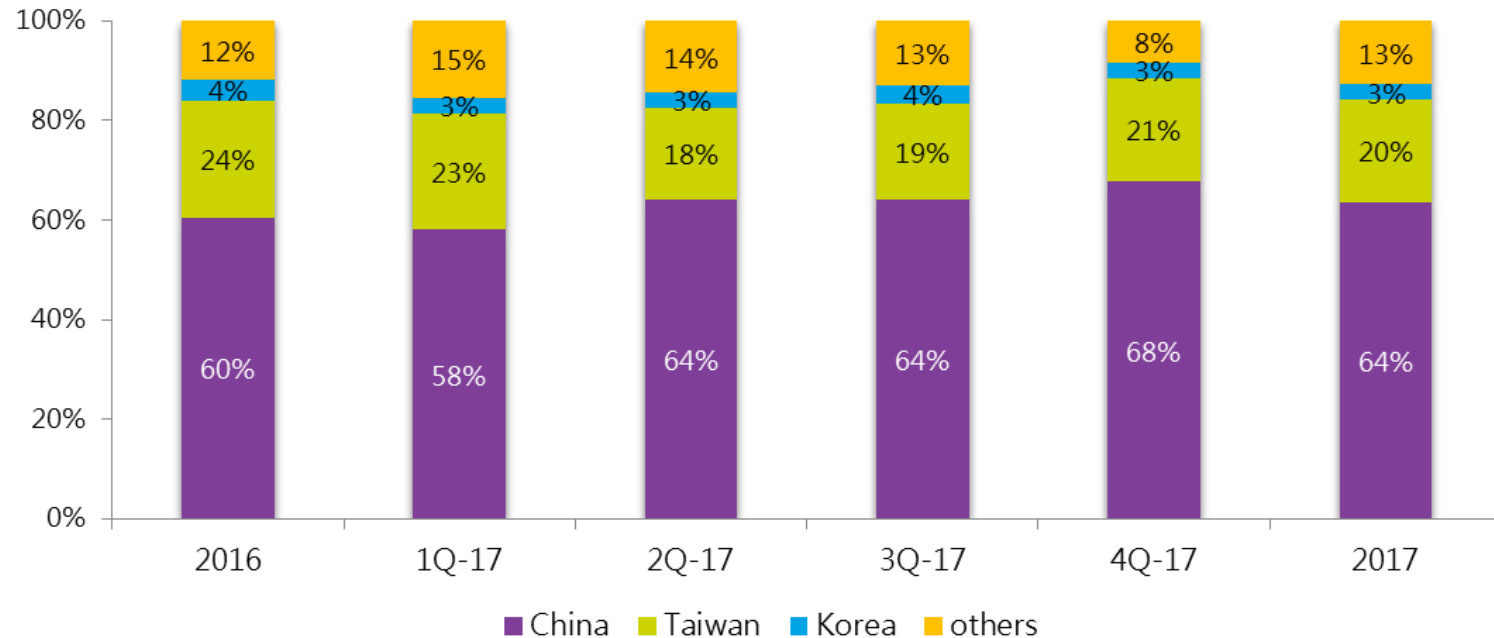
Drilling Service



Cutting Tools

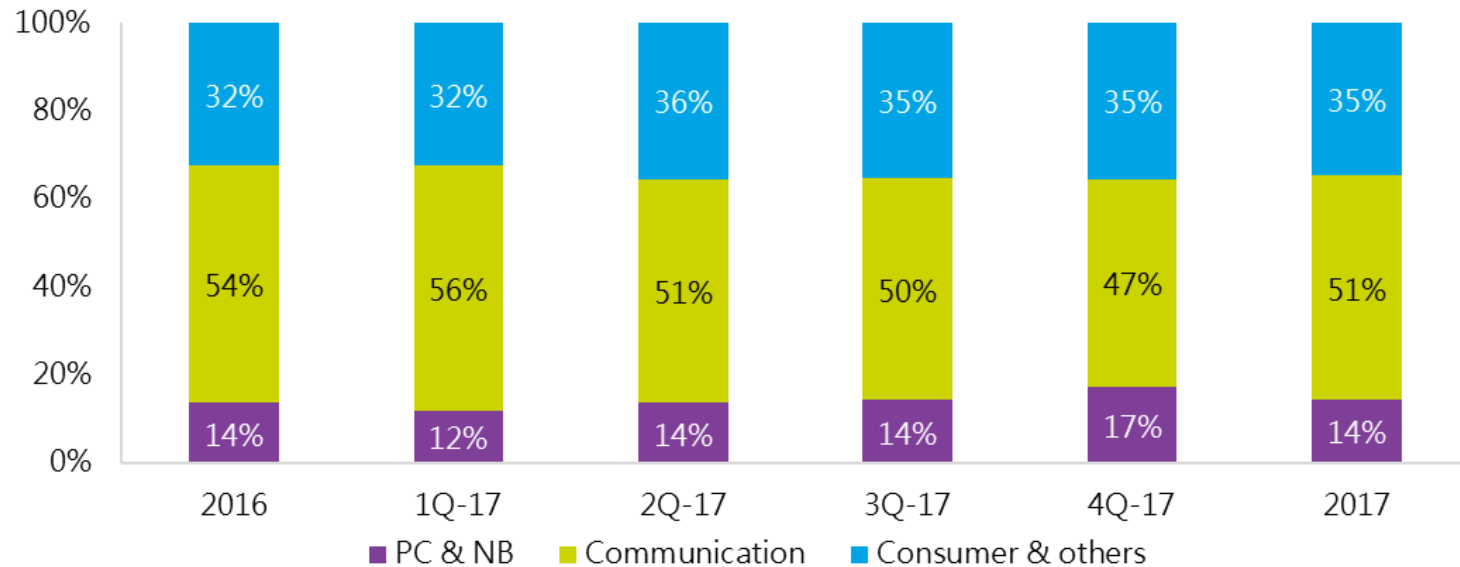


Sales Breakdown – by Region



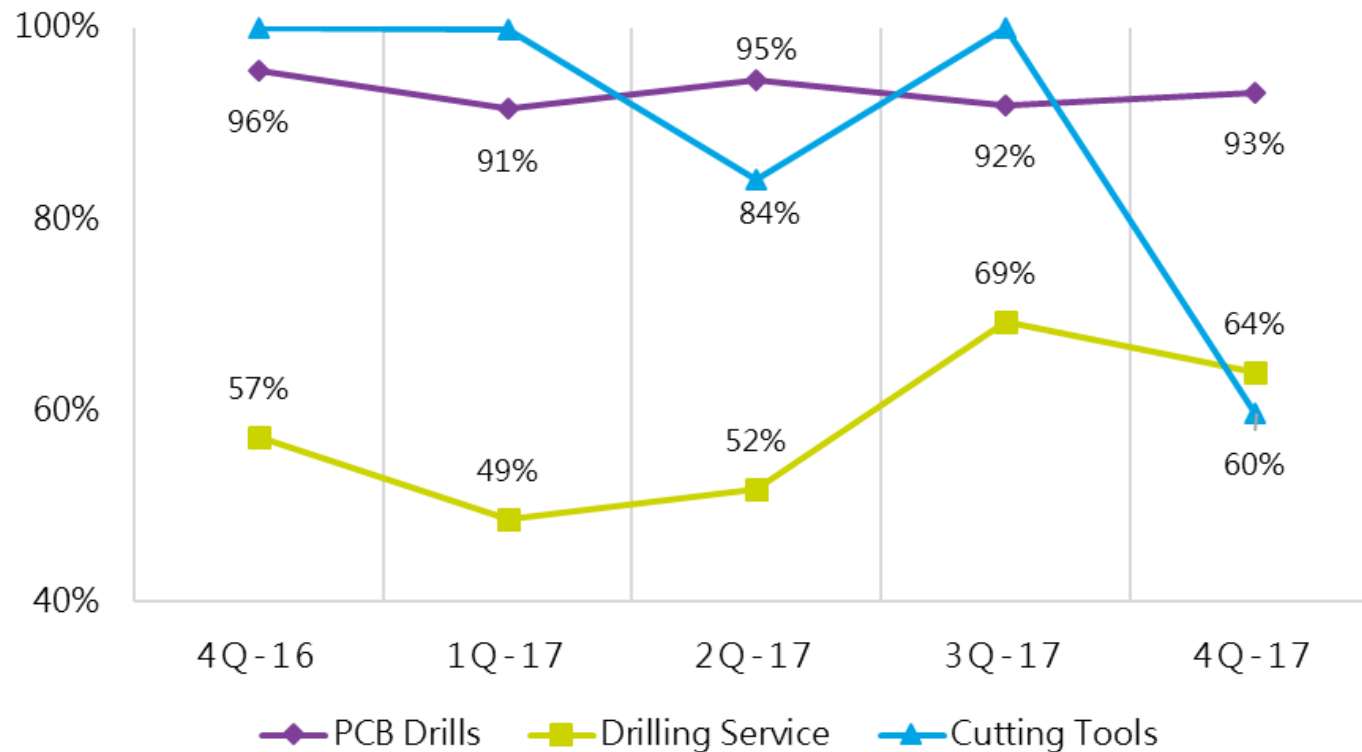
- Others includes Japan, Southeast Asia, Europe and US.
- Sales attributed to a country or region reflects the value of sales there, regardless of where the companies are headquartered.
- Totals may vary slightly from the actual sums of the numbers due to rounding.

Sales Breakdown – by Application



- PC& NB: Laptop, Desktop, Motherboard and etc.
- Communication : Mobile phone, Netcom products(server, station) and etc.
- Consumer & other : Tablet, game station, TV, wearable, automobile, aviation, and etc.
- Totals may vary slightly from the actual sums of the numbers due to rounding

Capacity Utilization



Consolidated Balance Sheet



NT\$ million	2013	2014	2015	2016	2017
Cash	1,210	1,430	1,329	1,441	1,736
Notes & Accounts Receivable	854	1,194	1,455	1,308	1,334
Inventories	418	477	535	486	476
Total Assets	6,208	7,150	6,898	6,296	6,289
Short-term Loans	263	353	225	242	131
Total Liabilities	1,891	2,367	1,991	1,661	1,631
Total Equity	4,317	4,783	4,907	4,636	4,658

Financial statements were prepared in accordance with TIFRS on a consolidated basis.

Consolidated Cash Flows



NT\$ million	2013	2014	2015	2016	2017
Beginning Cash Balance	779	1,210	1,430	1,329	1,441
Pretax Income	349	479	515	321	320
Depreciation & Amortization	517	563	596	575	502
Decrease (Increase) in Inventories	4	(59)	(58)	59	10
Decrease (Increase) in Receivables	29	(328)	(258)	149	(33)
Cash from Operating Activities	912	712	765	1,006	721
Capital Expenditures	(447)	(467)	(425)	(264)	(215)
Cash from Investing Activities	(452)	(437)	(442)	(252)	(168)
Cash from Financing Activities	(95)	(148)	(392)	(484)	(218)
Ending Cash Balance	1,210	1,430	1,329	1,441	1,736
Free Cash Flow (*)	465	246	340	742	506

Financial statements were prepared in accordance with TIFRS on a consolidated basis.

* Free Cash Flow = Cash from Operating Activities - Capital Expenditures

Dividend Policy



Fiscal Year	Cash Dividend (NT\$)	%	Stock Dividend	%	Total Dividend (NT\$)	EPS (NT\$)	AGM Date	Dividend Date
2017	0.4000	100	-	-	0.4000	1.50	2018/6/14	TBD
2016	0.9114	100	-	-	0.9114	1.55	2017/6/13	2017/8/31
2015	1.3628	100	-	-	1.3628	2.34	2016/6/21	2016/8/30
2014	1.2226	100	-	-	1.2226	2.28	2015/6/11	2015/8/25
2013	0.7981	100	-	-	0.7981	1.78	2014/6/11	2014/8/28

For further information, please visit our website at:
www.topoint.tw

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